



**WANSHENGDA (T) INVESTMENT COMPANY LIMITED**

**BUSINESS PLAN**

**For**

**Establishing Industrial Parks Development, Leasing and  
Operating Project in Dar es salaam in the United Republic of  
Tanzania**


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## SECTION ONE


### BUSINESS DESCRIPTION

#### 1.0 The Industry

Tanzania's economic development is guided by the Tanzania Development Vision (TDV) 2025, which has accorded the Industrial Sector a grand role in transforming the economy from a low-productivity agricultural economy to a semi-industrialized middle-income status. Such an economy is expected to be led by modernized and highly productive agricultural activities, effectively integrated and reinforced by supportive industrial and service infrastructure in the rural and urban areas. In executing Vision 2025, a Long-Term Perspective Plan (LTPP), 2011/12 - 2025/26 was prepared and implemented through three (3) phases of five-year development plans, each with a specific theme geared towards achieving the objectives of the TDV 2025. The First Five Years Development Plan (FYDPI) 2011/12-2015/16, was anchored on addressing industrialization challenges such as infrastructure bottlenecks, skilled labor, general business environment, and productivity enhancement in agriculture as a major raw materials supplier for manufacturing. On the other hand, the Second Five Year Development Plan (FYDPII) 2016/17 - 2020/21 focused on fostering industrialization to enhance economic transformation and human development. Currently, the Government is implementing the Third National Five Years Development Plan (FYDPIII) 2021/22 - 2025/26, with the theme "Realizing Competitiveness and Industrialization for Human Development," which will provide a platform to create a competitive economy and achieve the goals postulated in the Tanzania Development Vision 2025. Export Processing Zones Act, CAP 373 R.E. 2012, and Special Economic Zone Act, CAP 420 R.E. 2012 guiding the implementation of the industrialization agenda. The policy mission is to contribute towards the achievement of overall national long-term development goals as treasured in the overall Development Vision and to enhance sustainable development of the industrial sector. The policy objectives include human development and creation of employment opportunities, economic transformation for achieving sustainable economic growth, external balance of payment, environmental sustainability, and equitable growth. Priority shall be given to economic activities that have the maximum propensity to accelerate domestic production, export promotion, or employment generation. Also, to provide growth opportunities to all growth-oriented Small and Medium Enterprises (SMEs) and entrepreneurs through the provision of attentive supportive measures and linkage. Moreover, the SEZ policy aims to make Tanzania the industrial and logistic hub for East and Central Africa by building up an internationally competitive business environment through the development of industrial parks, institutional support, and infrastructure development.

As part of the implementation of the SEZ policy, in 2005, Tanzania adopted the Asian economic development model known as Mini Tiger Plan 2020 focusing on the creation of employment by attracting foreign direct investment and promoting exports through the establishment of Industrial Parks in the form of Special Economic Zones and Export Processing Zones.

The concept of "special economic zones" tends to have different meanings in different contexts. The large number of terms and concepts associated with special economic zones is, among other reasons, the result of differences in the objectives, functions, or forms of these zones, and differences in the economic policy terminology of various countries. In Tanzania, a special economic zone refers to an area of land set aside, planned, and zoned for industrial development with basic onsite infrastructure such as roads, transportation,



and public utilities and industrial plots developed by the Government, private sector, or through PPP arrangement licensed by Export Processing Zones Authority or Tanzania Investment Centre.

### 1.1 Executive Summary

Wanshengda (T) Investment Company Limited is a company incorporated in Tanzania with certificate No. 181844647 dated 04 day of February 2025 as a private limited company under the Tanzanian Companies Act, 2002. Wanshengda (T) Investment Company Limited will be dealing in establishing, developing, operating and leasing industrial parks in Tanzania. The company has currently acquired an industrial plot of land in Kigamboni region of 20,506 m<sup>2</sup> where it will be based as of now and where industrial parks will be established and leased to begin with and we are still in negotiations to purchase another land of 184,554 m<sup>2</sup> in Kigamboni region because our aim is to begin with a total land of 205,060 m<sup>2</sup>. We will also be open to enter into partnership with the government in developing and operating industrial parks in zones set for industrial purposes country wide.

At Wanshengda (T) Investment Company Limited, we believe the customer comes first; the company management is focused in ensuring that the customers are delighted by superior quality services hence increasing customer profitability.

At Wanshengda (T) Investment Company Limited, we intend to operation all over the country where industrial areas are set by the government, practicing an enduring value system based on an open culture, honest, transparency and fair business, and personal conduct, earning the confidence and trust of our Associates and Customers.

Wanshengda (T) Investment Company Limited is a partnership business that will be jointly owned by Zifeng and Jie Chen. Zifeng Zheng who is the Chief Executive Officer of the Company has a Degree in real estate and land planning with over 10 years' experience working in related industry as a senior manager cum real estate expert prior to starting Wanshengda (T) Investment Company Limited. He will be working with a team of professionals to build the business and grow it to enviably heights.

## 1.2.0 Our Mission and Vision Statement

### 1.2.1 *Vision*

"To become the catalyst for national prosperity by providing world-class industrial spaces that bridge the gap between local talent and global markets."

### 1.2.2 *Mission*

"Our mission is to establish and operate high-specification industrial parks that provide integrated leasing solutions and superior infrastructure. We are committed to:

- **Developing** resilient, future-ready facilities tailored to diverse industrial needs.
- **Operating** with a focus on efficiency, security, and world-class service.
- **Empowering** our tenants through strategic location advantages and collaborative environments.
- **Advancing** economic growth while maintaining the highest standards of environmental stewardship."

## 1.3 **Location**

Wanshengda (T) Investment Company Limited 's Industrial parks project will be located in Kigamboni district, Vumilia Ukooni street Plot No. P53804 in Dar es salaam region.

Furthermore, the company is expecting to expand and purchase more industrial plots of land in major cities of Tanzania to establish various industrial parks such as Mwanza, Arusha and Mbeya so as to capture customers in those regions and neighboring countries.

## SECTION TWO

### SALES AND MARKETING STRATEGY

#### 2.0 Marketing Overview

Tanzania is located along the coast of the Indian Ocean and is a member of the East Africa Community. Dar es Salaam is the largest port of entry in Tanzania and serves as a gateway to landlocked neighboring countries.

As of early 2026, the marketing landscape for industrial parks in Tanzania has shifted from centralized, large-scale hubs to a decentralized "district-level" strategy. The government is aggressively positioning the country as a primary manufacturing and logistics gateway for East and Central Africa, leveraging the newly operationalized Standard Gauge Railway (SGR) and the Julius Nyerere Hydropower Project

The Tanzanian government, primarily through the Tanzania Investment and Special Economic Zones Authority (TISEZA)—a 2025 merger of TIC and EPZA—is marketing industrial parks under a "value-addition" brand.

**"Gateway" Value Proposition:** Marketing efforts emphasize Tanzania's strategic location, providing duty-free access to a market of over 450 million people via the East African Community (EAC) and SADC.

**Youth-Led Industrialization:** A specific marketing niche has been carved out for "Special Youth Industrial Zones," supported by inclusive financing and export market access for 100,000 youth-led businesses.

Tanzania uses a mix of fiscal and "soft" incentives to market these zones to Foreign Direct Investment (FDI), which reached a record-breaking \$3.22 billion in Q2 2025 alone

**Tax Holidays:** Corporate tax exemptions for up to 10 years for certain export-oriented industries.

**Zero-Rated VAT:** On raw materials and capital goods used within the parks.

**"One-Stop" Facilitation:** Building permits are now marketed as being issued within 24 hours at TISEZA's premier service centers.

**Energy Reliability:** With the 2,115 MW Nyerere Hydro projects online, the government now markets "uninterrupted power" as a competitive advantage over regional neighbors.

**Sector Dominance:** Manufacturing accounts for 35% of FDI inflows into these parks, followed by construction (28%) and transport/logistics (18%).

**China & UAE Influence:** These are the leading source countries for industrial park tenants, with Chinese firms focusing on textiles and construction materials, and UAE firms focusing on logistics.

**Infrastructure Gaps:** While marketing is strong, the "last mile" infrastructure in rural district parks is still under development, leading some investors to prefer established zones near Dar es Salaam.

## 2.1 Our Target Market

In 2026, the target market for industrial parks in Tanzania has evolved from general manufacturing to a highly segmented strategy. The government (via TISEZA) now differentiates its outreach based on export requirements, geographic location, and investor origin. In view of that, we have conducted our market research and we have ideas of what our targeted tenants would be expecting from us. We are in business to engage in offering industrial parks services to the following type of clients and various organizations in need of industrial parks services.

- **Agro-Processors:** Adding value to cashew, cotton, and sunflower seeds.
- **Mineral Value Addition:** Gold refineries and graphite processing for EV batteries.
- **FMCG & Pharma:** Localizing production for the growing East African Community (EAC) market.
- **Assembling industries and repackaging chemical companies.**

## 2.2 FLEET SIZE

To set up an industrial park in Tanzania as of 2026, the machinery required is categorized into three distinct phases: Site Preparation, Civil Infrastructure, and Utility Installation. Given the focus on "Green Industrialization" and integration with the SGR, modern equipment with telematics and fuel efficiency is now the standard for major contractors. Wanshengda (T) Investment Company Limited is planning to purchase the following capital equipment:

- 2 Bulldozers @ \$70,000
- 3 Excavators @ \$35,000
- 3 Dump trucks@ \$52,000.
- 1 crane 40 tones @\$149,000

## 2.3 Sources of Income

Wanshengda (T) Investment company limited will generate income from the following.

- Leasing of industrial parks
- Entering into partnership with the government in developing and establishing industrial set zones in the country.
- Offering technical and professional services in industrial parks construction.

## 2.4 Sales Forecast

In 2026, the sales forecast for leasing industrial parks in Tanzania is driven by a surge in manufacturing demand and the operationalization of the Standard Gauge Railway (SGR). The market is currently experiencing a "flight to quality," where investors are moving from older, un serviced warehouses to modern, integrated Special Economic Zones (SEZs).

We have been able to critically examine the industrial parks developer and leasing line of business, analyzed our chances in the industry and we have been able to come up with the following sales forecast. The sales

projections are based on information gathered on the field and some assumptions that are peculiar to startups in the Tanzania.

Below are the sales projections for Wanshengda (T) Investment Company Limited, based on our 205,060 m2 land

- We assume a 60% Plot Ratio, meaning we will build 123,036 m2 of leasable warehouse space on our 205,060 m2 land.
- **Gross Rental Income:** \* 123,036 m2 × 5.00/m2 (Market rate for new sheds) × 12 months = \$7,382,160
- **Service Charge Income** 123,036 m2 × 2/m2 × 12 months = \$2,952,864
- **Having a total forecasted rental revenue of \$ 10,335,024**

The yearly computed sales projections that will be seen in the financial statements are as follows

- **First Fiscal Year: 10,335,024 USD**
- **Second Fiscal Year: 10,541,724 USD**
- **Third Fiscal Year: 10,963,393 USD**
- **Fourth Fiscal Year; 11,621,197 USD**
- **Fifth Fiscal Year; 12,550,893 USD**

**N.B:** This projection was done based on what is obtainable in the industry and with the assumption that there won't be any major economic meltdown and there won't be any major competitor offering same product and customer care services as we do within same location. Please note that the above projection might be lower.

## 2.5 Market differentiation:

This is a marketing strategy utilized to separate a product or service from its competition. For our case as Wanshengda (T) Investment Company Limited our industrial parks costs


will be set in a way that customers will only have to select our services the level of professionalism we will dispense, use of modern technology to get rid of long beaun acracies in attaining our services, quick and fast delivery to mention a few, will be our marketing strategy to outshine our competitors in the market.

## 2.6 Competitors

Knowledge on the competition field is extremely important in business environment analysis. When analyzing competition, it is important to identify those competitors who are actually challenging the business in the eyes of the customer. In this light the competition in developing, establishing and leasing industrial parks in Dar es salaam is not stiff though we have companies like Kamaka and kwala parks that have been established for a great period of time that are doing good in the market that we have to contend with.

## 2.7 Our competitive advantage

Wanshengda (T) Investment Company Limited's industrial park will be a strategic hub and not just a collection of warehouses and these are our key competitive advantages categorized by their impacts on a potential tenant's bottom line.



In the industry world, location is everything. Our parks will be situated in Kigamboni region a place very strategic and close to major logistics hubs and having access to major high way interchanges like the Julius Kambarage Nyerere international airport which is approximately 17km, sea port which is a 25minutes drive, SGR Railway and also close to almost all the Inland container Depot (ICD). This will reduce transit time for our customers in executing their tasks.

Another advantage is that our park will be registered as a special economic zone allowing tenants to import raw materials and export finished goods without standard customs duties.

Another competitive advantage that we have is the vast experience of our management team; we have people on board who understand how to grow a business from the scratch to becoming a national phenomenon. Our large and robust distribution network and of course our excellent customer service culture will definitely count as a strong strength for the business.

Lastly, we will electrify our parks with reliable renewable energy (solar farms) or a dedicated microgrid that guarantees 99.9% uptime hence shielding tenants from municipal grid failures.

## **2.8 Marketing Strategy and Sales Strategy**

Before choosing a location to start Wanshengda (T) Investment Company Limited, we conducted thorough market survey and feasibility studies in order for us to penetrate the available market in the Tanzania. We have detailed information and data that we were able to utilize to structure our business to compete with other real estate and industrial parks operators' companies.

We hired experts who have good understanding of the real estate and industrial parks line of business to help us develop marketing strategies that will help us achieve our business goal of winning a larger percentage of the available market.

Wanshengda (T) Investment Company Limited will adopt the following sales and marketing approach to sell our service of industrial parks services;

- Introduce our business by sending introductory letters to production companies and other stakeholders in and around the Tanzania.
- List our business and services on yellow pages' ads (local directories)
- Leverage on the internet to promote our product cum business
- Engage in direct marketing and sales
- Encourage the use of Word of mouth marketing (referrals)

## **2.9 Publicity and Advertising Strategy**

Regardless of the fact that our industrial park business can favorably compete with other leading industrial parks companies in Tanzania and any part of East Africa, we will still go ahead to intensify publicity for all our services and brand.

Wanshengda (T) Investment Company Limited has a long-term plan of establishing and operating industrial parks across Tanzania and other countries of East Africa. This is why we will deliberately build our brand to be well accepted in Dar es salaam before venturing out to other cities all across Tanzania. and other countries of East Africa.

As a matter of fact, our publicity and advertising strategy is not solely for selling our services but to also effectively communicate our brand. Here are the platforms we intend leveraging on to promote and advertise Wanshengda (T) Investment Company Limited;

- Place adverts on both print (community-based newspapers and magazines) and electronic media platforms
- Sponsor relevant community programs
- Leverage on the internet and social media platforms like Instagram, Facebook, Twitter, et al to promote our brand.

### 2.10 Our Pricing Strategy

At WANSHENGDA (T) INVESTMENT COMPANY LIMITED we will keep the prices of our industrial parks below the average market rate by keeping our overhead low and by collecting payment in advance from well – established companies that will be leasing them and would require constant supply of our services.

### 2.11 Payment Options

The payment policy adopted by Wanshengda (T) Investment Company Limited is all inclusive because we are quite aware that different customers prefer different payment options as it suits them but at the same time, we will ensure that we abide by the financial rules and regulation of the Tanzania.

Here are the payment options that Wanshengda (T) Investment Company Limited will make available to her clients;

- Payment via bank transfer
- Payment via online bank transfer
- Payment via check
- Payment via bank draft

In view of the above, we have chosen banking platforms that will enable our clients make payment for our industrial parks leasing services without any stress on their part. Our bank account numbers will be made available on our website and promotional materials.

## SECTION THREE

### OPERATION STRATEGIES

#### 3.0 Our Business Structure

As part of our plan to build a top-flight real estate company specializing in industrial parks in Dar es salaam Region that will favorably compete with leaders in the industry, we have perfected plans to get it right from the onset which is why we are going the extra mile to ensure that we have competent employees to occupy all the available positions in our company.

In view of that, we have decided to hire qualified and competent hands to occupy the following positions at Wanshengda (T) Investment Company Limited in that line of industrial parks establishments and operations;

- Chief Executive Officer (Owner)
- Project Manager
- Supervisor
- Civil engineers
- Electrical engineers
- Environmental specialist.
- Investment promotional officers.
- Legal counsel.
- HR Managers.
- Logistics Managers.
- Facility Managers

#### 3.1 S. W. O. T Analysis

The business can be very robust once it is established. The biggest risk is lack of finance for the start-up operation. This will be solved by a shareholder. The SWOT analysis shown below illustrates that the basic business environment has many strengths and opportunities due to mainly the strong Government, the peace and political stability can flourish a business in a great way.

Dar es salaam city is open for businesses with many opportunities that can be tapped by the company as discussed herein notwithstanding the weakness and threats thereof.

**Table 3.1: S. W. O. T Analysis**

STRENGTH	WEAKNESS
Unlike previous years, 2026 parks are integrated with the SGR, which has reduced freight time from Dar es Salaam to Dodoma from 10+ hours to under 4 hours.	A reported 83% of manufacturing vacancies in 2026 still struggle to find qualified local technicians, forcing investors to spend heavily on internal training.
The creation of TISEZA (merging TIC and EPZA) in 2025 has streamlined the "One-Stop Shop" model, reducing permit issuance times.	High compliance costs and a complex tax regime still push nearly 72% of the potential SME market to remain informal.
Eight land-linked neighbors make Tanzania a natural "back-door" logistics hub for the DRC, Zambia, and Burundi.	While "Mega-Parks" are well-served, the new District-Level Parks often lack the paved roads and



<p>The completion of the 2,115 MW JNHPP has effectively ended the "power outage" narrative, allowing parks to market 24/7 reliability—a massive competitive edge in East Africa</p>	<p>fiber-optic connectivity found in Dar es Salaam or Bagamoyo.</p> <p>Despite reforms, business registration still takes an average of 26 days, significantly longer than regional peers like Rwanda (7 days).</p>
<p><b>OPPORTUNITIES</b></p>	<p><b>THREAT</b></p>
<p>The African Continental Free Trade Area allows Tanzanian industrial parks to target a market of 1.3 billion people duty-free.</p> <p>Global demand for EV batteries is driving "Beneficiation Zones" in Lindi and Kahama for processing graphite, nickel, and lithium locally.</p> <p>Government mandates to end the export of raw cashew and cotton have created a "forced" but lucrative market for processing plants within these parks.</p> <p>International "Green Climate Funds" are increasingly available for parks that implement Eco-Industrial standards (waste-to-energy and water recycling).</p>	<p>Heavy reliance on rain-fed agriculture means that a bad harvest season directly reduces the raw material supply for the agro-industrial parks.</p> <p>While inflation is controlled at ~3.7%, global dollar shortages can still impact the ability of park tenants to repatriate profits or import specialized machinery.</p> <p>With 2025 elections having recently passed, investors remain sensitive to any shifts in industrial policy or land tenure laws.</p>

**3.2 Job Roles and Responsibilities**

**Chief Executive Officer – CEO (Owner):**

- Increases management’s usefulness by recruiting, selecting, orienting, training, coaching, counseling, and disciplining managers; collaborating values, strategies, and objectives; assigning accountabilities; preparing, monitoring, and appraising job results; developing incentives; developing a climate for offering information and opinions; providing educational opportunities.
- Answerable for fixing prices and signing business deals
- Responsible for providing direction for the business
- Makes, connects, and implements the organization’s vision, mission, and overall direction – i.e. leading the development and implementation of the overall organization’s strategy.
- Accountable for signing checks and documents on behalf of the company
- Evaluates the success of the organization

**Project Manager**

- Oversees the entire establishment process from planning to completion.
- Managing the project budget and ensuring cost-effectiveness.
- Creating and managing schedules to ensure deadlines are met.

- Keeping all parties, including government agencies (like TISEZA) and investors, informed.

### **Supervisor**

- The supervisor is responsible for the day to day operations during the construction and early operations during the construction and early operational phases.
- Managing the workflow of construction workers and technical staff.
- Ensuring that all physical infrastructure meets established standards.
- Managing materials and equipment to ensure productivity.

### **Civil Engineers.**

- Oversees the construction of roads, drainage systems, and industrial sheds.

### **Electrical Engineers**

- Manage the installation of high voltage power lines and distribution systems.

### **Environmental Specialists**

- Ensure the park complies with environmental regulations, particularly waste to energy and water recycling standards.

### **Investment Promotion Officers**

- Market the parks to local and international investors, helping them navigate the TISEZA “One – Stop Shop”

### **Legal Counsel**

- Handles all land tenure issues, contract drafting, and compliance with Tanzania labor and investment laws.

### **HR Managers**

- Focused on closing the “skills gap” by managing training programs for the local workforce.

### **Logistics Managers**

- Coordinate the transport of raw materials and finished goods, particularly integration with the standard gauge railway (SGR).

### **Facility Managers.**

- Handle the maintenance of shared services such as security, water, and common areas.

## SECTION FOUR

### FINANCIAL PLAN

#### 4.0 Generating Startup Capital for Wanshengda (T) Investment Company Limited.

The Investment plan of the project involves 63% of shareholders' contribution through shares and 37% the financing through a Five-year term loan from CRDB Bank most likely at the Interest rate of 20%. The project financing is as follows;

##### Figures in USD

S/n	Particulars	Own Financing in USD.- (63%)	External Financing (Bank Loan) in USD. – (37%)	Total Investment in USD
	Total Project's Investment	<u>1,350,000</u>	<u>600,000</u>	<u>1,950,000</u>
	<b>Total Investment</b>	<b><u>USD 1,350,000</u></b>	<b><u>USD 600,000</u></b>	<b><u>USD 1,950,000</u></b>

#### 4.1 Labor Management and Cost

We expect to be able to pay good salaries to the office staff as shown below

**Table 4.1: Staff allowance per Month based on their rank (seniority)**

Title	Salary
Chief Executive Officer (Owner)	2,397.2
Project Manager	1,199.6
Supervisors	1,199.6
Civil engineers	1,199.6
Electrical engineers	1,199.6
Environmental specialist	1,000
Investment promotional officers	1,000
Legal counsel	1,000
Hr manager	1,000
Logistics managers	1,000
Facility managers	1,000
TOTAL	14,395.2

This is the estimated monthly cost for salaries for all the offices and staff members for full operations with the staff receiving a 2 per cent increment in their remuneration after the first year as it will be depicted in our financial model. These salaries are deliberate so that all the team can work in a more favorable environment so as to attain the company's main objectives. will always translate in paying them well too.

## 4.2 Financial Analysis, Forecasting and Strategy

The Financial Plan involves the development of the company's revenue and profitability model. It includes detailed explanations of the key assumptions used in building the model, sensitivity analysis on key revenue and cost variables, and description of comparable valuations for existing organization with similar business models. In addition, the financial plan assesses the amount of Wanshengda (T) Investment Company Limited needs, the proposed use of these funds, and the expected future earnings. It includes Projected Income Statements, balance sheet and Cash Flow Statements. The aggregate industrial park project will be funded as earlier explained by shareholders capital of 1,350,000 USD and a loan of 600,000 USD from CRDB bank at an annual interest rate of 20%, term loan will be for 60month at a monthly rate of 1.53% having a monthly repayment of 15,357.53 USD using a reducing balance method hence having a total amount payable of 921,451.72 USD as it will be depicted in the financial statements.

Importantly, all of the assumptions and projections in the financial plan must flow from and be supported by the descriptions and explanations offered in the other sections of the plan. The Financial Plan is where the entrepreneur communicates how he/she plans to "monetize" the overall vision for the new venture.

The following are key financial assumptions for our project:

<p><b>WANSHENGDA (T) INVESTMENT COMPANY LIMITED</b></p>
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FORECASTED REVENUE			
	No of square.meters leased annually	yearly price per Square meter	Annual revenue per Leased square meters
Lease of Industrial Parks	123036	60	7,382,160
Service Charge Income	123036	24	2,952,864
<b>TOTAL OF FORECASTED REVENUE</b>			<b>10,335,024.00</b>
COST OF SERVICES SOLD			
	Expected gross margin	Annual cost of services sold	
Lease of Industrial Parks	65%	4,798,404	
		-	
<b>TOTAL COST OF SERVICES SOLD</b>			<b>4,798,404</b>

- ANNUAL MAINTANANCE, REPAIR AND OVERHAUL will have a 15% factor on Capital equipment
- ASSET DEPRECIATION will be for 5 year
- ANNUAL TAX RATE will be 30%
- ANNUAL INFLATION RATE will be 4%
  
- For operating expenses, the forecasts will be as follows.
  - Marketing expenses will be 1.7% of the total revenue of the first year.
  - Labor management and cost will be 3.12% of the total revenue of the first year and will have an increment of 2% the following years as depicted in the financial model
  - Utilities will be 0.8% of the total revenue of the first year and will have an increment of 2% for each following year.
  - Other administrative expenses will be 0.8% of the total revenue of the first year.
  - Other expenses will be 0.6% of the total revenue of the first year.
- ANNUAL AGGREGATE PRICE INCREASE will be 2%

It is expected that **Wanshengda (T) Investment Company Limited** Cargo transport project will earn income from Transit Cargo trips sales during year 1 amounting to USD 10,335,024 which will subsequently have a sales price growth rate from year 2 onwards of 2% when the business will have been more promoted and become well known to many users, both foreign customers and Local customers from all customers in need of industrial parks services.

The following are the financial statements thus the projected profit and loss statement, balance sheet and projected cash flow of Wanshengda (T) Investment Company Limited industrial park project.

## 4.3 PROFIT AND LOSS PROJECTION

WANSHENGDA (T) INVESTMENT COMPANY  
LIMITED

### PROFIT AND LOSS ASSUMPTION

	Year 1	Year 2	Year 3	Year 4	Year 5
Annual cumulative price (revenue) increase	0.00%	2.00%	4.00%	6.00%	8.00%
Annual cumulative inflation (expense) increase	0.00%	2.00%	4.00%	6.00%	8.00%

### INCOME

	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Revenue</b>					
Lease of Industrial Parks	7,382,160	7,529,803	7,830,995	8,300,855	8,964,923
Service Charge Income	2,952,864	3,011,921	3,132,398	3,320,342	3,585,969
<b>Total Rental revenue</b>	<b>10,335,024</b>	<b>10,541,724</b>	<b>10,963,393</b>	<b>11,621,197</b>	<b>12,550,893</b>
<b>Cost of Sales</b>					
Lease of Industrial Parks	4,798,404	4,894,372	5,090,147	5,395,556	5,827,200
0		-	-	-	-
<b>Cost of services sold</b>	<b>4,798,404</b>	<b>4,894,372</b>	<b>5,090,147</b>	<b>5,395,556</b>	<b>5,827,200</b>
<b>Gross Profit</b>	<b>5,536,620</b>	<b>5,647,352</b>	<b>5,873,246</b>	<b>6,225,641</b>	<b>6,723,693</b>

### Non-Operation Income

Dar es salaam trips		-	-	-	-
Interest income	-	-	-	-	-
Loss (gain) on sale of assets	-	-	1,000	-	-
Other income (specify)	-	-	-	-	-

**Total Non-Operation Income**

-	-	1,000	-	-
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**TOTAL INCOME**

5,536,620	5,647,352	5,874,246	6,225,641	6,723,693
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**EXPENSES****Operating expenses**

Sales and marketing	94,123	96,005	99,845	105,836	114,303
Depreciation	340,000	285,600	291,200	296,800	302,400
Insurance	10,500	10,710	11,138	11,807	12,751
Payroll and Payroll Tax	172,743	176,197	183,245	194,240	209,779
Property taxes	2,500	2,550	2,652	2,811	3,036
Maintenance, repair, and overhaul	82,500	84,150	85,800	87,450	89,100
Utilities	44,293	45,179	46,986	49,805	53,790
Administrative fees	44,293	45,179	46,986	49,805	53,790
Interest expense on long-term debt	103,663	87,537	68,186	44,965	17,100
Other	33,220	33,884	35,239	37,354	40,342

**Total operating expenses**

927,833	866,991	871,279	880,873	896,391
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**Non-Recurring Expenses**

Unexpected Expenses	-	-	-	-	-
Other expenses	-	-	-	-	-

**Total Non-Recurring Expenses**

-	-	-	-	-
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**TOTAL EXPENSES**

927,833	866,991	871,279	880,873	896,391
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**TAXES**

Income Tax	1,382,636	1,434,108	1,500,890	1,603,430	1,748,190
Other Tax (specify)	-	-	-	-	-

**TOTAL TAXES**

1,382,636	1,434,108	1,500,890	1,603,430	1,748,190
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NET PROFIT

3,226,151

3,346,253

3,502,078

3,741,338

4,079,111

## 4.4 BALANCE SHEET PROJECTION

WANSHENGDA (T) INVESTMENT  
COMPANY LIMITED

### ASSETS

Current Assets	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
Cash and short-term investments	1,350,000	4,835,523	8,370,622	12,046,796	15,945,609	20,159,930
Accounts receivable		-	-	-	-	-
Total inventory		-	-	-	-	-
Prepaid expenses	-	-	-	-	-	-
Deferred income tax	-	-	-	-	-	-
Other current assets		-	-	-	-	-
<b>Total current assets</b>	<b>1,350,000</b>	<b>4,835,523</b>	<b>8,370,622</b>	<b>12,046,796</b>	<b>15,945,609</b>	<b>20,159,930</b>

Property and Equipment	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
Buildings	950,000	950,000	950,000	950,000	950,000	950,000
Land	250,000	250,000	250,000	250,000	250,000	250,000
Capital improvements	200,000	200,000	200,000	200,000	200,000	200,000
Machinery and equipment	550,000	550,000	550,000	550,000	550,000	550,000
Less Accumulated depreciation expense		340,000	625,600	916,800	1,213,600	1,516,000
<b>Total Property and Equipment</b>	<b>1,950,000</b>	<b>1,610,000</b>	<b>1,324,400</b>	<b>1,033,200</b>	<b>736,400</b>	<b>434,000</b>

Other Assets	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
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Goodwill		-	-	-	-	-	-
Deferred income tax		-	-	-	-	-	-
Long-term investments		-	-	-	-	-	-
Deposits		-	-	1,000	1,000	1,000	
Other long-term assets		-	-	-	-	-	-
<b>Total Other Assets</b>		-	-	1,000	1,000	1,000	
<b>TOTAL ASSETS</b>		3,300,000	6,445,523	9,695,022	13,080,996	16,683,009	20,594,930

## LIABILITIES

<b>Current Liabilities</b>	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
Accounts payable		-	-	-	-	-
Accrued expenses		-	-	-	-	-
Notes payable/short-term debt		-	-	-	-	-
Capital leases		-	-	-	-	-
Other current liabilities		-	-	-	-	-
<b>Total Current Liabilities</b>		-	-	-	-	-

<b>Debt</b>	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
Long-term debt/loan	600,000	519,372	422,619	306,515	167,190	-
Other long-term debt						
<b>Total Debt</b>	600,000	519,372	422,619	306,515	167,190	-

<b>Other Liabilities</b>	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
Other liabilities (specify)		-	-	-	-	-

Other liabilities (specify)		-	-	-	-	-	-
<b>Total Other Liabilities</b>		-	-	-	-	-	-
<b>TOTAL LIABILITIES</b>	600,000	519,372	422,619	306,515	167,190		-

EQUITY							
	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5	
Owner's equity (common)	1,350,000	1,350,000	1,350,000	1,350,000	1,350,000	1,350,000	1,350,000
Paid-in capital	1,350,000	1,350,000	1,350,000	1,350,000	1,350,000	1,350,000	1,350,000
Preferred equity	-	-	-	-	-	-	-
Retained earnings	-	3,226,151	6,572,404	10,074,481	13,815,819	17,894,930	
<b>TOTAL EQUITY</b>	2,700,000	5,926,151	9,272,404	12,774,481	16,515,819	20,594,930	
<b>TOTAL LIABILITIES AND EQUITY</b>	3,300,000	6,445,523	9,695,022	13,080,996	16,683,009	20,594,930	

## 4.5 CASH FLOW PROJECTION

### WANSHENGDA (T) INVESTMENT COMPANY LIMITED

<b>Operating activities</b>	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Net income	3,226,151	3,346,253	3,502,078	3,741,338	4,079,111	17,894,930
Depreciation	340,000	285,600	291,200	296,800	302,400	1,516,000
Accounts receivable	-	-	-	-	-	-
Inventories	-	-	-	-	-	-
Accounts payable	-	-	-	-	-	-
Amortization	-	-	-	-	-	-
Other liabilities	-	-	-	-	-	-
Other operating cash flow items	-	-	-	-	-	-
<b>Total operating activities</b>	<b>3,566,151</b>	<b>3,631,853</b>	<b>3,793,278</b>	<b>4,038,138</b>	<b>4,381,511</b>	<b>19,410,930</b>
<b>Investing activities</b>	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Capital expenditures	-	-	-	-	-	-
Acquisition of business	-	-	-	-	-	-
Sale of fixed assets	-	-	1,000	-	-	1,000
Other investing cash flow items	-	-	-	-	-	-
<b>Total investing activities</b>	<b>-</b>	<b>-</b>	<b>1,000</b>	<b>-</b>	<b>-</b>	<b>1,000</b>
<b>Financing activities</b>	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Long-term debt/financing	80,628	96,753	116,104	139,325	167,190	600,000
Preferred stock	-	-	-	-	-	-
Total cash dividends paid	-	-	-	-	-	-
Common stock	-	-	-	-	-	-
Other financing cash flow items	-	-	-	-	-	-

<b>Total financing activities</b>	-	-	-	-	-	-
	80,628	96,753	116,104	139,325	167,190	600,000
<b>Cumulative cash flow</b>	3,485,523	3,535,100	3,676,173	3,898,813	4,214,321	18,809,930
<b>Beginning cash balance</b>	1,350,000	4,835,523	8,370,622	12,046,796	15,945,609	
<b>Ending cash balance</b>	4,835,523	8,370,622	12,046,796	15,945,609	20,159,930	

## 4.6 LOAN AMORTIZATION SCHEDULE

LIMA GROUP LOGISTICS LIMITED

MONTH	BALANCE	SCHEDULED PAYMENT	PRINCIPAL	INTEREST
	500,000.00			
1	500,000.00	12,797.94	5,143.21	7,654.74
2	494,856.79	12,797.94	5,221.95	7,576.00
3	489,634.85	12,797.94	5,301.89	7,496.05
4	484,332.96	12,797.94	5,383.06	7,414.88
5	478,949.90	12,797.94	5,465.47	7,332.47
6	473,484.43	12,797.94	5,549.14	7,248.80
7	467,935.28	12,797.94	5,634.10	7,163.84
8	462,301.19	12,797.94	5,720.35	7,077.59
9	456,580.83	12,797.94	5,807.93	6,990.01
10	450,772.90	12,797.94	5,896.85	6,901.09
11	444,876.06	12,797.94	5,987.12	6,810.82
12	438,888.93	12,797.94	6,078.78	6,719.16
13	432,810.15	12,797.94	6,171.85	6,626.09



14	426,638.30	12,797.94	6,266.33	6,531.61
15	420,371.97	12,797.94	6,362.27	6,435.67
16	414,009.70	12,797.94	6,459.67	6,338.27
17	407,550.03	12,797.94	6,558.57	6,239.38
18	400,991.46	12,797.94	6,658.97	6,138.97
19	394,332.49	12,797.94	6,760.92	6,037.02
20	387,571.57	12,797.94	6,864.42	5,933.52
21	380,707.15	12,797.94	6,969.52	5,828.42
22	373,737.63	12,797.94	7,076.22	5,721.73
23	366,661.41	12,797.94	7,184.55	5,613.39
24	359,476.87	12,797.94	7,294.54	5,503.40
25	352,182.33	12,797.94	7,406.22	5,391.72
26	344,776.11	12,797.94	7,519.60	5,278.34
27	337,256.51	12,797.94	7,634.72	5,163.22
28	329,621.79	12,797.94	7,751.61	5,046.34
29	321,870.18	12,797.94	7,870.28	4,927.66
30	313,999.90	12,797.94	7,990.77	4,807.17
31	306,009.14	12,797.94	8,113.10	4,684.84
32	297,896.03	12,797.94	8,237.31	4,560.63
33	289,658.72	12,797.94	8,363.42	4,434.52
34	281,295.30	12,797.94	8,491.46	4,306.48
35	272,803.85	12,797.94	8,621.46	4,176.48
36	264,182.39	12,797.94	8,753.45	4,044.49
37	255,428.94	12,797.94	8,887.46	3,910.48
38	246,541.48	12,797.94	9,023.52	3,774.42
39	237,517.96	12,797.94	9,161.67	3,636.27
40	228,356.29	12,797.94	9,301.93	3,496.01
41	219,054.37	12,797.94	9,444.33	3,353.61



42	209,610.03	12,797.94	9,588.92	3,209.02
43	200,021.11	12,797.94	9,735.72	3,062.22
44	190,285.39	12,797.94	9,884.77	2,913.17
45	180,400.62	12,797.94	10,036.10	2,761.84
46	170,364.51	12,797.94	10,189.75	2,608.19
47	160,174.76	12,797.94	10,345.75	2,452.19
48	149,829.01	12,797.94	10,504.14	2,293.80
49	139,324.88	12,797.94	10,664.95	2,132.99
50	128,659.93	12,797.94	10,828.23	1,969.72
51	117,831.70	12,797.94	10,994.00	1,803.94
52	106,837.70	12,797.94	11,162.31	1,635.63
53	95,675.39	12,797.94	11,333.20	1,464.74
54	84,342.19	12,797.94	11,506.71	1,291.23
55	72,835.48	12,797.94	11,682.87	1,115.07
56	61,152.61	12,797.94	11,861.73	936.21
57	49,290.89	12,797.94	12,043.32	754.62
58	37,247.56	12,797.94	12,227.70	570.24
59	25,019.86	12,797.94	12,414.90	383.04
60	12,604.97	12,797.94	12,604.97	192.98

#### 4.7 Sustainability and Expansion Strategy

The future of a business lies in the number of loyal customers that have the capacity and competence of their employees, their investment strategy and their business structure. If all of these factors are missing from a business, then it won't be too long before the business close shop.

One of our major goals as Wanshengda (T) Investment Company Limited in starting this project of industrial parks is to build a business that will survive off its own cash flow without the need for injecting finance from external sources once the business is officially running. We know that one of the ways of gaining approval and winning customers over is by offering better industrial parks services at a little bit cheaper than what is obtained in the market and we are well prepared to survive on lower profit margin for a while.



#### 4.8 Way forward

The overall success of this business plan will depend on the efforts of the entrepreneur's ability to sale the company services as the customers buy the services leading to expand national wide, Also the success will depend on financial discipline of the management as to implement the idea as planned. The activities which are essential for the business to start up has to be carefully monitored and implemented. The entrepreneur is flexible and open up for new ideas and techniques with aim of ensuring the idea take off.

So, after all these considerations and financial evaluation of the project, we strongly recommend that this project be implemented and be given all the support required by all the concerned Government Ministries and Agencies, mainly the Tanzania Investment Centre – (TIC). And Tanzania revenue authority (TRA) The project deserves this support because of its viability technically, economically, and, socially acceptable.

# List of Appendice

## Appendix I: The Proposed Organization Chart of WANSHENGDA (T) INVESTMENT COMPANY LIMITED

